

SCORE[®] NEWS

COUNSELORS TO AMERICA'S SMALL BUSINESS
Sponsored by U.S. Small Business Administration
SBA Number: 06-SC-129
IMMEDIATE

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Kickstart your Business with a Workshop from SCORE

“Selling Techniques That Work!”

Riverside, CA – A seminar for small business owners will be presented by **SCORE** “Counselors to America’s Small Business” on Thursday, July 20, 2006 from 10:00 a.m. to 1:00 p.m. at the Greater Riverside Chambers of Commerce, 3985 University Avenue, in Riverside.

It’s about being in front of someone who can buy your product or service whether they just walked into your store or you flew across the country to meet in their office. Only 5% of the sales time is spent in direct contact with the prospective buyer! This workshop will present information on how to

- Prepare for a sales call
- Position and present your product
- Get their attention

The cost is \$25.00 if pre-registered on line at www.score114.org; \$30 at the door.

SCORE “Counselors to America’s Small Business” is a non-profit association partially sponsored by the U.S. Small Business Administration whose volunteer members are working and retired business professionals dedicated to helping small businesses survive and thrive. They provide small business mentoring, business training seminars, and online assistance at www.score.org.

For more information call SCORE at (714) 550-7369. To make an appointment for free one-on-one business counseling, contact the Riverside Chamber at (951) 683-7100. For information on becoming a **SCORE** volunteer in the Riverside office, please contact Mike Munz at (949) 723-4576 or email him at munzers@adelphia.net.

All SCORE programs and services are extended to the public on a non-discriminatory basis. Reasonable arrangements for persons with disabilities will be made if requested two weeks in advance. Contact the U.S. Small Business Administration at (714) 550-7420, ext. 3711.

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